

From: Vineet Gupta - OEM Software Sales CTO/Worldwide SE Director <vineet.gupta@sun.com>
Sent: Wed Feb 08 2006 12:17:53 PST
To: Andy Rubin <arubin@google.com>
CC:
Subject: Sun Confidential: Sun financial proposal
Attachments:

Importance: Normal
Priority: Normal
Sensitivity: None

Andy,

As discussed, I understand that this will probably be the hardest part - but we will need to work it out between us. To ensure success of the joint project, to cover the loss of revenue - one that we really cannot afford in the current economic condition, to fund the resources required to change the business where we are today to something unknown and untested - requires us to be pragmatic and ensure that all bases are covered for all of us to be successful.

The deal on the table as it stands currently is:

For the 2 financial parts:

A) \$20 Million per year for 3 years

B) Additionally for Revenue share:

*10% of revenue generated by Google on handsets running **"Open Source Java Linux Mobile Platform" or derivatives with a cap of \$25 Million a year* (when and if google monetizes - then this becomes effective. We added the cap as per Rich's request).

We should chat about this separately as well.

Thanks,
=-Vineet

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